

## Message Text

UNCLASSIFIED

PAGE 01 BRUSSE 03432 171754Z

65-60

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 CIAE-00 INR-07 NSAE-00

/027 W

----- 058763

R 171714Z APR 75

FM AMEMBASSY BRUSSELS

TO SECSTATE WASHDC 3680

UNCLAS BRUSSELS 3432

E.O. 11652: N/A

TAGS: BEXP, XG, CA, JA

SUBJECT: RESEARCH PROJECTS ON EAST-WEST TRADE PROMOTION

REF: STATE 65236

1. AS REQUEST REFTTEL, THE EMBASSY HAS OBTAINED FOLLOWING DATA FROM OFFICE BELGE DU COMMERCE EXTERIEUR (OBCE), THE GOB DEPARTMENT RESPONSIBLE FOR TRADE PROMOTION:

2. TOTAL OBCE BUDGET - BF 500 MILLION FOR 1975.

3. OBCE ANNUAL BUDGET FOR EASTERN EUROPE, USSR, AND PRC IS BETWEEN THREE AND FOUR MILLION BF. THIS SUM SUPPORTS GOVERNMENT PARTICIPATION IN, OR HOSTING OF TRADE MISSIONS (TWO OR THREE BELGIAN AND ABOUT SAME NUMBER OTHER GOVERNMENT PER ANNUM), AND HALF OF COST OF BETWEEN 20 AND 25 FELLOWSHIPS GRANTED ANNUALLY TO TECHNICIANS FROM THESE COUNTRIES TO WORK IN BELGIAN INDUSTRY FOR A YEAR. TRADE FAIR BUDGET IS A SEPARATE POT; THESE COUNTRIES' SHARE THIS YEAR UNUSUALLY HIGH (BF 40 MILLION), BUT THREE-FOURTHS OF THIS BEING EXPENDED ON PEKING FAIR. NORMAL GOB FAIR PARTICIPATION IN THESE COUNTRIES RUNS ABOUT BF 10 MILLION ANNUALLY, ALMOST ENTIRELY IN EASTERN EUROPE (E.G. BUDAPEST, LEIPZIG) AND USSR. FINALLY, PRO-RATED COST OF OBCE PUBLICATIONS DISTRIBUTED IN USSR/E. EUROPE (NO SPECIAL LANGUAGE EDITIONS) IS ESTIMATED BF 2 MILLION ANNUALLY. OBCE OFFICIALS APPEAR SATISFIED WITH EFFECTIVENESS THESE TRADITIONAL TECHNIQUES.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BRUSSE 03432 171754Z

4. GOVERNMENT SUPPORT TO PRIVATE INDUSTRY CAN BE  
SUMMARIZED AS FOLLOWS:

A. OBCE AND BELGIAN EMBASSY PREPARATION OF, AND ASSISTANCE  
TO OUTGOING GOVERNMENT-SPONSORED TRADE MISSIONS MENTIONED ABOVE.  
NATURE AND LEVEL OF OBCE PARTICIPATION VERY SIMILAR TO THAT  
OF USDOC, I.E. SOME PRELIMINARY MARKET  
RESEARCH, PROVISION OF ONE OR TWO OBCE OFFICIALS TO ORGANIZE  
AND HEAD MISSION, PRINTING OF MISSION BORCHURES, AND A SHARE  
OF ENTERTAINING.

B. OBCE/ EMBASSY ALSO ASSIST PRIVATE INDUSTRY TRADE MISSIONS  
(3-4 ANNUALLY) USUALLY SPONSORED BY A BELGIAN TRADE  
ASSOCIATION. PARTICIPATION IN THIS CASE GENERALLY LIMITED  
TO ASSUMING COST OF ACCOMPANYING OBCE OFFICIAL, PLUS USUAL  
EMBASSY FACILITATIVE SERVICES.

C. TO ENCOURAGE BELGIAN FIRMS TO EXHIBIT IN FOREIGN TRADE  
FAIRS WHERE GOB PARTICIPATING, OBCE PAYS HALF THE COST OF  
THEIR FLOOR SPACE. THERE ARE NORMALLY ABOUT 50 BELGIAN FIRMS  
PARTICIPATING IN AVERAGE EASTERN EUROPEAN OR USSR FAIR.

D. OBCE ALSO ASSUMES VARIOUS SUPPORT AND PARTICIPATION COSTS  
OF OFFICIAL PARTICIPATION IN ANNUAL MIXED COMMISSION MEETINGS  
WHICH SET GENERAL DIRECTIONS FOR BELGIAN TRADING AND INDUSTRIAL  
COOPERATION WITH THESE COUNTRIES.

5. BELGIUM HAS NO OTHER OR EXPERIMENTAL TRADE PROMOTION  
TECHNIQUES.

6. BELGIUM NOW MAINTAINS ONE OR TWO COMMERCIAL OFFICERS IN EACH  
SUBJECT COUNTRY. GOB IS CURRENTLY STUDYING POSSIBLE EXPANSION OF  
THESE COMMERCIAL STAFFS, AND INSTALLATION OF SOME LIBRARY  
FACILITIES. IT MAINTAINS NO PERMANENT TRADE CENTERS.

7. OBCE EFFORT IN EASTERN EUROPE/USSR/PRC IS APPARENTLY  
EXPANDING FASTER THAN ITS GENERAL LEVEL OF ACTIVITY. THIS PAR-  
TIALY IN RESPONSE TO FAVORABLE TREND OF TRADE FROM BELGIUM'S  
POINT OF VIEW; ALTHOUGH STILL ONLY FOUR PERCENT OF TOTAL  
EXPORTS, BELGIAN SALES TO THESE COUNTRIES PLUS CUBA, NORTH  
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 BRUSSE 03432 171754Z

KOREA, AND NORTH VIETNAM WAS BF 40 BILLION IN 1974, A 66 PERCENT  
JUMP OVER 1973. (BU CONTRAST,  
TOTAL EXPORTS ROSE ONLY 26 PERCENT). OBCE STAFF WORKING ON  
THESE COUNTRIES NOW NUMBERS 20 (OUT OF 360), REPRESENTING  
A MODEST INCREASE IN RECENT YEARS. BELGIAN COMPANIES SAID TO  
BE GROWING MORE INTERESTED IN ACTIVELY DOING BUSINESS IN THE  
USSR, EASTERN EUROPE, AND PRC, AND NUMBER ABOUT 150 AT THE  
MOMENT. FIRESTONE

UNCLASSIFIED

NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 17 APR 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975BRUSSE03432  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750135-0877  
**From:** BRUSSELS  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750439/aaaabkja.tel  
**Line Count:** 115  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE 65236  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** ShawDG  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 01 JUL 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <01 JUL 2003 by SilvaL0>; APPROVED <28 JAN 2004 by ShawDG>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** RESEARCH PROJECTS ON EAST-WEST TRADE PROMOTION  
**TAGS:** BEXP, XG, CA, JA  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006